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Janet Lathrop

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## N.H. High-Tech Jobs Have Double Impact on State Economy

By [Janet Lathrop](#)  
603-862-1462  
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DURHAM, N.H. -- Each new job in the high-tech sector creates 2.1 additional jobs in other industries, according to a recent study by the N.H. Small Business Development Center (SBDC), an outreach program of the University of New Hampshire's Whittemore School of Business and Economics.

The study, "N.H. High-Tech Industry Report Card 2002," also found that in 2000, high-tech and associated jobs accounted for about one third of the state's employment. The Report Card will help guide the SBDC's FAST (Federal and State Technology Partnership) program, which seeks to foster high-tech business development, says Mary Collins, SBDC state director.

"High-tech has long been recognized as an important economic engine in New Hampshire," Collins notes. "Now we have a multiplier that illustrates the impact of each and every high-tech job. The study's in-depth look at high-tech is giving us new and vital information about the sector. We're also building on our previous manufacturing research, which revealed that two thirds of our high-tech jobs are manufacturing-related."

The study, now under way, is led by Ross Gittell, a UNH professor of management known for his active role in monitoring New Hampshire's economic performance. "High-tech jobs pay well," Gittell reports. "At about \$66,000 annually, the average high-tech wage is almost twice the state average. But the impact of these jobs goes beyond this direct benefit as additional jobs are spurred and the resulting wages are circulated in local economies."

"The FAST program and the High-Tech Industry Report

Card are part of the Whittemore School's larger effort to support technology development through business and education partnerships," says Steve Bolander, Dean of the Whittemore School. Prior to his appointment at UNH, Bolander was a leader at Colorado State University in bringing business and industry together around emerging technologies. "The Report Card's results will help show us how best to proceed. Specifically, the N.H. SBDC and FAST will use the results to shape management counseling and training services as well as inform policy makers concerning key issues."

Further information regarding high-tech industry performance and key issues will be released over the next several months as the study proceeds. A full report will be published in late fall.

The N.H. SBDC is a cooperative venture of the U.S. Small Business Administration, the State of New Hampshire, UNH, and the private sector. More information is available on the Internet at <http://www.nhsbdc.org>.

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